

Message Text

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43

ACTION COME-00

INFO OCT-01 EUR-06 ISO-00 EB-05 DRC-01 RSC -01 /014 W

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R 211140Z JAN 74

FM AMEMBASSY PRAGUE

TO SECSTATE WASHDC 5658

INFO AMEMBASSY VIENNA

UNCLAS PRAGUE 0126

COMMERCE FOR BEWT/TDAD (STECHSCHULTE)

VIENNA FOR EWTC

E.O. 11652: N/A

TAGS: BEXP, ETRD, CZ

SUBJ: TATRA WORKS REQUEST FOR INFORMATION FROM U.S. FIRMS

REF: PRAGUE A-145, DECEMBER 7, 1973

1. LETTER FROM TATRA WORKS IN KOPRIVNICE TO AMBASSADOR, RESULTING FROM AMBASSADOR'S NOVEMBER 27 VISIT THERE (REPAIR) AND REQUESTING BROAD RANGE OF INFORMATION ON U.S. INDUSTRIAL PRODUCTS, WAS RECEIVED BY EMBASSY JANUARY 18. LETTER WAS DATED DECEMBER 10, BUT HAD BEEN SENT THROUGH MINISTRY IN PRAGUE.

2. WE BELIEVE THAT, AS TATRA OFFICIALS INDICATED AT TIME OF AMBASSADOR'S VISIT, THIS LETTER (TEXT OF WHICH FOLLOWS) REFLECTS MAINLY TATRA'S LACK OF INFORMATION ON, BUT INCREASED INTEREST IN, U.S. INDUSTRIAL PRODUCTS. AS REPORTED IN OUR A-145, TATRA HAS BOUGHT CONSIDERABLE AMOUNTS OF WEST EUROPEAN EQUIPMENT IN RECENT YEARS BUT HAS APPARENTLY HAD NO CONTACT WITH U.S. MANUFACTURERS. IT SHOULD OF COURSE BE NOTED RE POSSIBLE EXPORT LICENSE REQUIREMENTS THAT, AS ALSO POINTED OUT IN A-145, TATRA IN PART PRODUCES MILITARY VEHICLES.

3. ONE MAJOR U.S. FIRM IS PRESENTLY INTERESTED IN POSSIBILITY OF CO-PRODUCTION DEAL WITH TATRA (STATE 4599), AND WE BELIEVE FIRMS LISTED IN LETTER FROM TATRA MIGHT FIND IT ADVANTAGEOUS TO GET IN TOUCH DIRECTLY WITH TATRA. WHILE WE CANNOT TOTALLY EXCLUDE POSSIBILITY THAT TATRA IS IN PART SIMPLY SEEKING INFORMATION ON

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WESTERN TECHNOLOGY FOR RESEARCH PURPOSES, THIS SEEMS UNLIKELY

IN VIEW OF TATRA PLANS BOTH TO EXPAND PRODUCTION AND TO INCREASE PURCHASES OF VEHICLE COMPONENTS FROM OUTSIDE SUPPLIERS. INTERESTED FIRMS SHOULD REPLY DIRECTLY TO TATRA, WITH INFO COPY TO EMBASSY FOR FOLLOW-UP. ADDRESS: MR. JOSEF SVOBODA, DEPUTY TECHNICAL DIRECTOR, TATRA N.P., KOPRIVNICE, CZECHOSLOVAKIA. TELEX. 52551 TATRA C.

2. BEGIN TEXT:

"WE ARE VERY INTERESTED IN PRODUCTS AND TECHNOLOGY OF THE U.S. AUTOMOBILE INDUSTRY.

"COMING FROM YOUR VISIT AT TATRA-WORKS, WE ALLOW OURSELVES TO ASK YOU TO MEDIATE A CONSIGNMENT OF COMMERCIAL AND COMPANY LITERATURE (PROSPECTUSES, COMMERCIAL DOCUMENTATION) OF PRODUCERS FROM THE U.S.A.

"BESIDES CARS WE EMPHASIZE OUR TECHNICAL INTEREST IN TRUCKS (FOR EXAMPLE, MACK, FORD, FWD, GMC); IN PARTICULAR AIR-COOLED AUTOMOTIVE DIESELS LIKE THE CONTINENTAL AND NEWLY THE AMERICAN VM (MAGAZINE "AUTOMOTIVE ENGINEERING", SEPTEMBER 1973, P.88) ARE IN THE FOCUS OF OUR ATTENTION.

"WE ALSO WOULD BE MUCH INDEBTED TO YOU, TO YOUR FOLLOW-CITIZENS FOR SOME INFORMATION MATERIALS ON:

"1) TRUCK DIESEL TURBOCHARGERS AND SUPERCHARGING SYSTEMS, MAINLY FROM THE: AIRESEARCH INDUSTRIAL DIVISION, THE GARRETT CORPORATION, 9225 AVIATION BOULEVARD, LOS ANGELES, CALIFORNIA 90009

SCHWITZER DIVISION, WALLACE-MURRY CORPORATION, 1125 BROOKSIDE AVENUE, P.O. BOX 80-B, INDIANAPOLIS, INDIANA 46206;

"2) GAS TURBINE ENGINES IN RANGE ABOUT 500 HP FOR POSSIBLE CO-STUDY OF TATRA GAS TURBINE TRUCK:

AIRESEARCH MANUFACTURING DIVISION, THE GARRETT CORPORATION, 9851 SEPULVEDA BOULEVARD, LOS ANGELES, CALIFORNIA 90009

ALLISON DIESEL DIVISION OF GMC, P.O. BOX 894, INDIANAPOLIS INDIANA 46206

SOLAR DIVISION, INTERNATIONAL HARVESTER COMPANY, 2200 PACIFIC HIGHWAY, SAN DIEGO, CALIFORNIA 92112

FORD MOTOR COMPANY, INDUSTRIAL ENGINE AND TURBINE OPERATIONS, 23400 MICHIGAN AVENUE, DEARBORN, MICHIGAN 48124

"3) SYSTEMS OF COMPUTERS, MEASUREMENT AND TECHNOLOGY ACCORDING TO UNCLASSIFIED

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ENCLOSED CARDS:

BAILY DIVISION-USM CORPORATION
HEWLETT-PACKARD-SANTA CLARA DIVISION
UNIMATION INC,
VALENITE-MODCO.

"THE FACT THAT BOTH ON TECHNICAL AND ON TECHNOLOGICAL LEVELS THE AUTOMOBILE INDUSTRY HAS MADE GREAT PROGRESS IN THE USA, AS WELL

AS LACK OF INFORMATION ON THE EUROPEAN CONTINENT, ARE THE REASON
FOR OUR DISTURBING YOU BY THIS REQUEST. FOR INDUSTRIAL COOPERATION
IN FUTURE, WHICH IS NOT EXCLUDED, IT IS NECESSARY TO EXAMINE A RANGE
OF PROBLEMS AND THE INFORMATION WE HAVE ASKED FOR ABOVE CAN BE VERY
VALUABLE IN THIS RESPECT.

"(S) JOSEF SVOBODA, DEPUTY TECHNICAL DIRECTOR." END TEXT.

WORTZEL

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